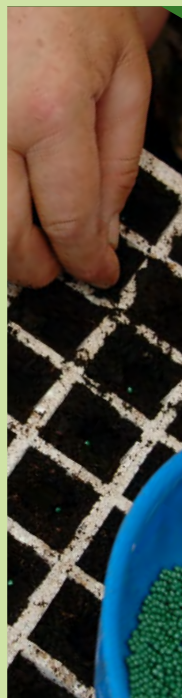


*Unleashing the true potential of Albanian Agriculture*

# Albanian agricultural products

A BUYER'S RESOURCE GUIDE



**USAID**  
FROM THE AMERICAN PEOPLE

ALBANIAN AGRICULTURE  
COMPETITIVENESS



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## CONTENTS

Introduction	4
Why Buy Albanian Agricultural Products?	6
Fresh Fruits and Vegetables	8
Wholesale Food Markets	9
Exporters	9
Availability Calendar	10
Processed Fruits and Vegetables	12
Herbs and Spices	13
Olive Oil	14
Business Directory	15
Trade Associations	15
Transporters	15
Shipping Agencies	16
Air Cargo Services	16
Input Suppliers	17
Related Agencies	17
Pallet and Packaging Manufacturers	18
Banks and Financial Institutions	18
Assistance Provided by the Albanian Agriculture Competitiveness Program	19

This buyer's resource guide contains phone numbers to directly contact companies and individuals in Albania.

To call from outside of Albania, dial (your country's exit code) + (Albania's country code: 355) + (listed number)

Ex. Calling from US, dial 011 355 4 xxxx xxx

Note: Phone numbers in Albania are 7, 8 or 9 digits, depending on whether it is a mobile phone or a landline. If you are calling within Albania, use a "0" before all 67, 68 or 69 (mobile) numbers.



## INTRODUCTION

Located on the pristine shores of both the Adriatic and Ionian Seas, Albania enjoys over 300 days of sun, unique agro-ecological conditions, and close proximity to export markets. Albania shares borders with Montenegro, Kosovo, Macedonia, and Greece, and is a mere 70 km from Italy.

Historically, Albania has served as an important gateway from the East to the West, and with the continuing improvement in transportation systems it is reclaiming its position. Its proximity to the European Union makes Albania a natural business partner.

Albania's transition to a market economy following the 1991 overthrow of Communism has been difficult. However, the agricultural sector is increasingly improving its level of sophistication, strengthened by the engagement of the Albanian diaspora, the increase in human capital, and the rapid growth of the financial markets.

What are the success factors on which you can capitalize to establish long-term business relations with Albanian companies?

- A growing and more specialized work force
- Climate conditions ideal for early-season and late-season production
- Proximity to markets
- A growing transport infrastructure network
- A growing cadre of companies specialized in trade support services

Albanian agribusiness entrepreneurs are ready to establish long-term business alliances, supplying wholesalers, retail chains, and other food industry companies with fresh fruit and vegetables meeting the highest quality standards.

We invite you to take advantage of this opportunity, capitalize on Albania's potential, and build long-term partnerships.



*Thanks to its privileged location and a broad variety of micro-climates, Albania has the potential to grow a large array of fruit, vegetables, herbs, and spices.*

*Because of the same factors, production seasons are considerably longer than in other countries, giving Albanian farmers the ability to supply fresh and processed fruits and vegetables in the early spring and late fall.*





## Why buy ALBANIAN AGRICULTURAL PRODUCTS?

Albania is progressively becoming an important supplier of fresh fruits and vegetables, and herbs and spices for the Balkan region, and has the potential to become a major producer for more stringent markets throughout Europe.

*Albania's competitive advantage derives from three fundamental factors:*

■ **CLIMATE** Albania's climate is conducive to early and late-season production of high-value crops. The coastline faces the Adriatic and Ionian seas, its highlands are backed upon the elevated Balkan landmass, and the country lies at a latitude subject to a variety of weather patterns during winter and summer seasons. Albania has a high number of microclimates for its small area. The coastal lowlands have typically Mediterranean weather and the highlands have a Mediterranean continental climate.

■ **HIGHLY SKILLED LABOR FORCE** Albania has a well-educated work force—98 percent of the 3.6 million people are literate and 28 percent have university-level education. An estimated 350,000 emigrant workers, many working in agriculture throughout the European Union, mostly in Greece and Italy, have played a major role in the modernization of agricultural production

systems through assimilating and introducing advanced crop production technologies. Therefore, the use of technologies like fertigation, grafted watermelon seedlings, and greenhouse operations are common throughout the country. Fifty-eight percent of the labor force works in agriculture, 15 percent in industry, and 27 percent in services, clearly denoting the importance of the agriculture sector.

■ **PROXIMITY TO MARKETS** Albania is located in a privileged position, next door to one of the world's fastest growing markets, the European Union, yet south enough to take advantage of seasonal production advantages. Albania's road infrastructure is constantly growing; the ongoing expansion of paved roads linking the northern and southern regions of the country has positive impacts of transportation times and costs. Currently Albania has four operating seaports—Durrës, Vlorë, Saranda, and Shëngjin—which handle over 4.5 million tons of cargo per year. The Mother Theresa Airport, located 17 kilometers from Tirana is currently expanding its cargo capacity. Thus, proximity to markets and investments in road infrastructure, seaports, and air cargo capacity make Albania an ideal location for export-oriented businesses.



ROADWAY DISTANCES BETWEEN TIRANA AND MAJOR EUROPEAN CITIES (IN KILOMETERS)

Skopje Macedonia	Rome Italy	Sofia Bulgaria	Sarajevo Bosnia & Herzegovina	Belgrade Serbia	Athens Greece	Bucharest Romania	Istanbul Turkey
298	462	526	644	734	825	924	1054
Budapest Hungary	Zagreb Croatia	Berlin Germany	Paris France	Brussels Belgium	Vienna Austria	Prague Czech Republic	Madrid Spain
1123	1137	1173	1318	1377	1530	1656	2049





## FRESH FRUITS AND VEGETABLES

### FRESH FRUITS AND VEGETABLES OF ALBANIA

From deep red apples to sunset orange carrots to juicy red flesh watermelons, Albania produces it all. Whether you want to work directly with local, experienced traders at one of Albania's wholesale food markets, or on a larger scale with one of the exporting companies, trading Albanian fresh fruits and vegetables constitutes an attractive business opportunity. The harvest calendar for the main fruits and vegetables on page 10 will give you a more comprehensive view of what Albania can offer!

## Wholesale FOOD MARKETS

### MARKET OF TIRANA

Market Administration  
Contact: Bashkim Meçi  
Phone: 4 2248 210 | 68 2052910

### MARKET OF FIER

Market Administration  
Contact: Agron Krasniqi  
Phone: 69 2071530

### MARKET OF LUSHNJA

Market Administration  
Contact: Spartak Hoxha  
Phone: 69 4359640

### MARKET OF KORCA

Market Administration  
Contact: Arjana Pupa  
Phone: 68 2243262

## Albanian fruit and vegetable EXPORTERS

COMPANY	PRESIDENT	PHONE	E-MAIL	WEB SITE
Agrokoni	Ruzhdi Koni	68 2026534	president@agrokoni.com	www.agrokoni.com
Bruka Seedlings	Josif Gorreja	68 2051166	info@brukaseedling.com	www.brukaseedling.com
Biti & Mo	Saimir Biti	68 4037100	biti_no@yahoo.com	
Zhupa Agri Progress	Namir Zhupa	69 2069093		
Lika Sh.p.k.	Mersin Lika	68 2037341		



Availability calendar for

## THE MAIN ALBANIAN FRUITS AND VEGETABLES

[illegible]



## PROCESSED FRUITS AND VEGETABLES

### Albanian fruit and vegetable PROCESSING COMPANIES

COMPANY	CONTACT	PHONE	E-MAIL / WEB SITE
Sejega	Genci Mita	69 2092218	info@sejega.com www.sejega.com
Sidnej	Lorenc Molishti	68 2228830	sidneylks@yahoo.it www.sidnejalbania.com
Amarilto	Tom Malshi	68 2072398	tommalsi@posttribe.com
Shpiragu	Kristaq Gallani	69 2069523	shpiragu@yahoo.com
Kampion	Gëzim Bala	69 2021948	kampion_shkoder@yahoo.com
Fani Food	Ferdi Fani	69 2048105	fanifood@gmail.com
Çuliqi	Luan Çuliqi	68 4059323	luanculiqi@gmail.com
Zdrava	Ferdinand Zdrava	69 2090608	ferdinandsinanaj@hotmail.com
Desina Ballkan	Petrit Hajderlli	69 2071261	desinabalkan@gmail.com
Alfa	Arta Mari	68 2209703	
Çuedari	Flamur Hodaj	69 2461184	
Hodaj	Lorenc Molishti	68 2228830	

### Albanian herbs and spices COMPANIES

COMPANY	CONTACT	PHONE	E-MAIL / WEB SITE
Xherdo Ltd.	Xhevit Hysenaj	69 2060915	xherdo@yahoo.com www.xherdo.biz
Albanian Trading Company	Ylian Liperi	68 2035970	info@albaniatrading.com www.albaniatrading.com
Elbashehu	Xhevdet Shehu	69 2063575	elbashehu@enet.com.al www.elbashehu.com
Filipi	Filip Gjoka	68 2021352	filipico@interalb.net www.filipicompany.com
Relikaj, Sh.p.k.	Ramadan Lika	68 2041548	relikaj@gmail.com
Gjedra, Sh.p.k.	Gjergji Qose	68 2056707	gjedra@yahoo.com
Lidal, Sh.p.k.	Dashnor Lame	69 2065596	dashnorlame@yahoo.com
Agroherbal	Anif Dajci	68 2044551	arieldaci@hotmail.com
Dorena	Refat Braho	69 2021165	refat.braho@gmail.com
Kalemi	Edmond Kalemi	68 2095762	

## HERBS AND SPICES

### HERBS AND SPICES FROM ALBANIA

Albania produces over 60 varieties of herbs and spices, including cooking spices, medicinal herbs, and essential oils. This is an innovative and growing industry that has become a major supplier to global food companies, as such Albanian herbs are renowned world over.

### PROCESSED FRUITS AND VEGETABLES FROM ALBANIA

The processed fruit and vegetable industry has enjoyed an increase in demand over the past 10 years. Domestically, interest in Albanian processed products derived from changes in consumer preferences and the rise of supermarkets. Both locally and globally, Albanian diaspora communities and specialty shops favor locally produced items, significantly expanding market opportunities.



## Albanian OLIVE OIL ASSOCIATION

COMPANY	CONTACT	PHONE
Farmers' Federation Elbasan	Dhimitër Piligriu	68 2299269
Skilja, Sh.p.k.	Fatmir Skilja	68 2070422
Subashi, Sh.p.k.	Ilir Subashi	68 4094219
Jal, Sh.p.k.	Raimond Carapuli	68 2074610
Tre Miqtë, Sh.p.k.	Vladimir Pasmaçi	68 2073144
Alboliva, Sh.p.k.	Petrit Telegrafi	69 2027807
Erla, Sh.p.k.	Rakip Iliazi	69 2340469
Ani, Sh.p.k.	Anastas Gjikonci	68 2269214
Ervn, Sh.p.k.	Vesaf Musai	69 2294213
Brahimi, Sh.p.k.	Benjamin Toro	68 6022200
Ivap, Sh.p.k.	Valentina Postoli	68 3044956
Shkalla, Sh.p.k.	Shpresa Shkalla	69 2298924

## OLIVE OIL

### OLIVE OIL IN ALBANIA

Olive production is an important part of the Albanian economy and Albanian culture. The focus of the industry is on meeting the demand of upscale and selective markets that are willing to pay premium prices for higher quality. Albanian extra virgin olive oils have been awarded international prizes in Italy, Croatia, and Spain for their outstanding quality.

## BUSINESS DIRECTORY

### Albanian agricultural TRADE ASSOCIATIONS

ASSOCIATION	ACRONYM	REPRESENTATIVE	PHONE	E-MAIL
Albanian Agri-Business Council	KASH	Enver Ferizaj	68 2062745	zteqja@kash.org.al
Albanian Olive Oil Association	AOA	Valentina Postoli	68 3044956	ivap_tirana@yahoo.com
Union of Agri-Food Traders	UTA	Roland Hysa	68 2024660	roland@yahoo.com
National Albanian Farmers Union	BKFSH	Isuf Demirxhiu	68 6014889	isufdemirxhiu@hotmail.com
Horticultural Albanian Businessmen Association	HABA	Enver Ferizaj	69 2020321	info@kash.org
Albanian Fertilizer and Agribusiness Dealers Association	AFADA	Agim Rameta	68 2031715	arlineternacional@gmail.com rameta.aa@gmail.com
Flour Miller Producer's Union	UPM	Fuad Haxhiymeri	68 2023076	info@prima.al
Albanian Agricultural Mechanization and Farm Equipment Association	AVALB	Agim Rrapaj	68 2047365	agimrrapaj@yahoo.com
Bio Adria Association		Florian Paspali	68 2071180	flori.alb@yahoo.it
Essence Producers and Cultivators Association	EPCA	Xhevit Hysenaj	69 2060915	xherdo@yahoo.com
Albanian Association of Medical Herbs	ALBAFLOR	Ibrahim Myftari	68 2074021	
Private Nursery-Plot and Decorative Trees Association	FPDD	Vasil Sota	68 2529107	
National Association of Potato Seed	ANSPA	Xhevit Boriçi	68 2307363	
Albanian Fruits and Vegetables Processors' Association	AFVPA	Genci Mita	69 2092218	

### Courier and TRANSPORT COMPANIES

COMPANY	PHONE	E-MAIL	WEB SITE
UPS	4 2259 742	elako@ups.com	www.ups.com
DHL	4 2227 667	dhlalbania@dhl.com	www.dhl.com
Move One	4 2258 103	albania@moveonerelo.com	www.moveonerelo.com
Balkan Trans	4 2230 821	btrans-alb@balkan-trans.com	www.balkan-trans.com
Krali Ltd.	52 233 770	krali@albaniaonline.net	



## SHIPPING AGENCIES

COMPANY	ADMINISTRATOR	PHONE	E-MAIL	WEB SITE
Shega Group	Artur Kocijaj	68 4030104	info@shega.com	www.shega.com
Pelikan	Feruz Mataj	5 225510,	info@pelikantransport.com	www.pelikantransport.com
Juklo	Islam Beshku	69 2095262	info@juklo-trans.com	www.juklo-trans.com
Artur Trans	Artur Oshafi	68 2022930	geri.shpk.net@yahoo.com	
Ag Mirlin	Genc Dibra	69 2032019	eurotranscompany@yahoo.com	
Caushi-Trans	Florian Caushi	68 4040099	caushi_trans@hotmail.com	
Indi 2000	Dhimitraq Ikononi	68 4014150	indi-2000@live.com	

## Air CARGO SERVICES

COMPANY	E-MAIL / WEB SITE	PHONE
Tirana International Airport Cargo Services	www.tirana-airport.com	4 2272 666
Export	TIA-Cargo-Export@tirana-airport.com	4 2381 713
Import	TIA-Cargo-Import@tirana-airport.com	4 2381 712

**Airlines offering cargo services:** Adria Airways, Aegean Airlines, Albanian Airlines, Alitalia, Austrian Airlines, Belleair, British Airways, Bulgarian Airlines, German Wings, Lufthansa, Malev Hungarian Airlines, Olympic Airlines, Skanderbeg Air, Sky Express, Turkish Airlines

## Seeds, fertilizers, and agro-chemical INPUT SUPPLIERS

COMPANY	CONTACT	PHONE	E-MAIL / WEB SITE
Bruka Seedling	Josif Gorrea	68 2051166	info@brukaseedling.com www.brukaseedling.com
Agrokoni	Rushdi Konl	68 2026534	president@agrokoni.com www.agrokoni.com
Agro Input Jazxhi	Engjëll Jazxhi	68 2026643	engjell_jazxhi@yahoo.com
Agro Blend	Fiqiri Ismaili	68 2021905	agro.blend@yahoo.com
NDM	Kadri Malja	68 2024308	agrovizion_2004@yahoo.com
Agroprogres	Maksim Memishaj	68 2039287	maxagroprogres@yahoo.com
MBM, Sh.p.k.	Roland Bamllari	68 2025386	mbmalbania@yahoo.com
Lila, Sh. p. k.	Beqar Lila	68 2047296	lila_beqar@yahoo.com
Arli Internacional	Agim Rahmeta	68 2031715	arli.internacional@gmail.com
Agro Help, Sh.p.k.	Aleksandër Kolaci	69 2055309	akolaci@abcom-al.com
IAM, Sh.p.k.	Ilir Nraxhi	68 2021745	bikudisha@yahoo.com
Istrefi, Sh.p.k.	Selim Istrefi	68 2033132	istrefi_shpk@yahoo.com
Eco Green, Sh.p.k.	Agim Boja	69 2075026	chim-pest@enet.al

## Related AGENCIES

AGENCY	PHONE	E-MAIL	WEB SITE
Albinspekt	68 2062262	contact@albinspekt.com	www.albinspekt.com
Ministry of Agriculture, Food and Consumer Protection	4 2226 551	info@mbumk.gov.al	www.mbumk.gov.al
GreenMarket	4 2232 844	info@greenmarket-al.net	www.greenmarket.al
BlejShqip	69 2068000	info@blejshqip.al	www.blejshqip.al
SNV Pro Mali Project	4 2255800	balkans@snvworld.org	www.snvworld.org
SASA: Sustainable Agriculture Support in Albania	4 2415890	iriskazazi@msn.com	



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## Pallet and packaging MANUFACTURERS

COMPANY	PRODUCT	PRESIDENT	PHONE	LOCATION
I. L. Lionesha, Sh. p. k.	Pallets	Mr. Luan Ismaili	69 2099763	Zhamë, Lushnje
Edipack	Packaging Materials	Bardhyl Balteza	68 2026111	Durrës

## Banks and financial INSTITUTIONS IN ALBANIA

BANK	PHONE	E-MAIL	WEB SITE
Credins Bank	4 2234 096	info@bankacredins.com	www.bankacredins.com
Raiffeisen Bank	4 2274 910	info@raiffeisen.al	www.raiffeisen.al
National Bank of Albania	4 2222 230	info@bankofalbania.org	www.bankofalbania.org
Intesa Sanpaolo Bank	4 2248 753	helpdesk@intesasnpaolobank.al	www.intesasnpaolobank.al
National Commercial Bank	4 2250 955	info@bkt.com.al	www.bkt.com.al
ProCredit Bank	4 2271 272	info@procreditbank.com.al	www.procreditbank.com.al
Emporiki Banka	4 2258 755	headoffice@emporiki.com.al	www.emporiki.com.al
Alpha Bank	4 2233 359	tiranabranch@alpha.gr	www.alpha.gr
Banka Popullore Societe Generale Group	4 2280 442	bp.info@socgen.com	www.socgen.com
International Commercial Bank	4 2254 372	info@icbank-albania.com	www.icbank-albania.com
Union Bank	4 2258 081	info@unionbank.al	www.unionbank.al
Italian Development Bank	4 2228 460	info@bisbanca.com	www.bisbanca.com
Tirana Bank	4 2269 616	info@tiranabank.al	www.tiranabank.al
First Investment Bank	4 2276 702	info@fibank.al	www.fibank.al
United Bank of Albania	4 2228 460	info@unitedbankofalbania.com	



*Specializing in Recycled Paper, Corrugated Cardboard, and Packaging for export.*

## Assistance provided by the ALBANIAN AGRICULTURE COMPETITIVENESS PROGRAM

The Albanian Agriculture Competitiveness (AAC) Program is an initiative funded by the United States Agency for International Development aimed at stimulating growth in the Albanian agriculture sector:

### WHAT DOES AAC DO?

The project supports the growth of agriculture value chains selected based on their competitive potential by:

- Enabling Albanian farmers to engage in and harness the benefits of commercial farming
- Strengthening the capacity of local traders and exporters to meet market expectations, and to penetrate and sustain a position in the regional and international markets
- Increasing access to and use of market information and market intelligence

### WHAT PRODUCTS DOES AAC WORK WITH?

- Tree Crops (citrus, apples, olives)
- Greenhouse vegetables (tomatoes, pepper, cucumber)
- Open field vegetables (onion and potato)
- Crucifer (cabbage, cauliflower, and broccoli)
- Watermelon and Melon
- Herbs and Spices (25 varieties)

### WHAT CAN AAC DO FOR YOUR BUSINESS?

- Identify Albanian traders and exporters able to supply the commodities that your company requires
- Provide traders and exporters with technical assistance to meet market requirements, with emphasis on grades and standards, volumes and timing
- Facilitate the establishment of producer networks
- Provide farmers with technical assistance to ensure that crop varieties and production practices are geared towards meeting specific buyer requirements

*USAID'S AAC Program  
is your Strategic Partner to do  
Business in Albania!*





For more information,  
**PLEASE CONTACT:**

**TIRANA OFFICE**

Ismail Qemali Street, Fratari Building, Floor 2  
(above "Intesa Sanpaolo" Bank)  
Ph.: +355 4 256 839  
Fax: +355 4 230 636  
E-mail: aac\_info@dai.com

**LUSHNJA OFFICE**

Loni Dhamo Section, near Palm Boulevard  
Ph/Fax: +355 35 225 984

**KORÇA OFFICE**

Section I, Republic Boulevard  
Ph/Fax: +355 82 250 576

**SARANDA OFFICE**

Community Center "Mursi"  
Xarre Commune  
Mob.: +355 (0)68 4093 004

**OFFICES AND GEOGRAPHIC COVERAGE**

- AAC OFFICES
- DISTRICTS COVERED BY LUSHNJA OFFICE
- DISTRICTS COVERED BY KORÇA OFFICE
- DISTRICTS COVERED BY SARANDA OFFICE

